



U.S. Department of Energy



Office of Small and Disadvantaged Business Utilization



# 7<sup>TH</sup> ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE  
CONVENTION AND TRADE CENTER



# 7<sup>TH</sup> ANNUAL SMALL BUSINESS CONFERENCE

**Lawrence Berkeley National Laboratory**

## **Small Business Contracting Opportunities**

Ron Ball  
Manager

Small Business & Supplier Management Office

U.S. Department of Energy



Office of Small and Disadvantaged Business Utilization





# Lawrence Berkeley National Laboratory

- LBNL has a forecasted spend of approximately \$162M(FY 06)
- Acquisitions are wide-ranging.
- Commercial products, general services, computers, scientific and laboratory equipment, construction, electrical, electronic, fabrications, and professional services.

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy

**OSDBU**

Office of Small and Disadvantaged Business Utilization







# Lawrence Berkeley National Laboratory

- LBNL is committed to maximizing small business participation in contracting.
- The Small Business Office assists in increasing LBNL's small business performance by both outreach and inreach.
- It is in our best interest to develop valued and professional partnership with suppliers.

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization





# Lawrence Berkeley National Laboratory

- Utilization of various sources for the identification of small business
- Attending Small Business Opportunity Workshops, Seminars, Trade Fairs, Procurement Conferences
- Maintain an informative Small Business Office website
- Retain active memberships and liaisons in various socioeconomic organizations

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization





# Outreach

- Utilization of various sources for the identification of small business
- Attending Small Business Opportunity Workshops, Seminars, Trade Fairs, Procurement Conferences
- Maintain an informative Small Business Office website
- Retain active memberships and liaisons in various socioeconomic organizations

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy

**OSDBU**

Office of Small and Disadvantaged Business Utilization







# Inreach

- Small business set-aside program
- Strategic Sourcing Program
- Engage in special initiatives to increase small business participation
- Training of purchasing and technical personnel regarding the intent and impact of Small Business Program

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization





# Lawrence Berkeley National Laboratory

- Options for initiating contact at the Lab
  - Subcontract Administrator (SA)
  - Small Business Office
  - Schedule visit to the Lab
  - Send literature to SA or End Users or
  - All the above

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization







# Lawrence Berkeley National Laboratory

- Potential suppliers should maintain constant contact with the Lab to:
  - Assure maximum exposure and visibility
  - Increase supplier opportunities
  - Demonstrate products
  - Provide samples

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization





# Lawrence Berkeley National Laboratory

- To serve the best interest of the Laboratory, We:
  - Strive to maximum value for each dollar spent
  - Consider quality, price, and delivery
  - Demand honesty in sales representations
  - Regard each transaction on its own merit
  - Grant all competitive vendors equal consideration

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization





# Lawrence Berkeley National Laboratory

## Current Opportunities

NAICS Code	Description	Estimated Value
236220	Construction - Bldg. 48 Seismic upgrade	\$100K - \$500K
541330	Engineering / Construction Test Services	\$100K - \$500K
238210	Electrical Contractor Electrical upgrade at Oakland Scientific Facility	\$100K - \$500K
562111,562920	Waste Handling Removal/Recycling	\$00K-500K
561710	Pest Control Services	\$25K - \$50K
423490,421490	Lab Supplies & Equipment Strategic Sourcing-eCommerce Required	\$250K+
236220	Blackberry Gate Improvement Project	\$250 - \$500K
334513	Vacuum Products-Strategic Sourcing- eCommerce Required	\$250K +
TBD	Seismic Retrofit Bldg. 50 & 74	\$1M - \$5M

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization







# Lawrence Berkeley National Laboratory

## Current Opportunities (Continued)

NAICS Code	Description	Estimated Value
424690	Industrial Gases Strategic Sourcing-eCommerce Required	\$250K +
423430	Dell Computers Strategic Sourcing-eCommerce Required	\$500K +
421430	IT Networking Equipment Strategic Sourcing-eCommerce Required	\$500K-\$900K
236220	Construction Building 77	\$5M -\$10M
23220,236220	Construction – User Support Building	\$40M +
454311,422720	Fuel/ Lubricate	\$50K
812320	Laundry Service for Cleaning of Lab coats	\$50K +
	overalls, towels, etc.	
	Laboratory wide	

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization

